

Contracted Sales update

- **2011 contracted sales: RMB10.7 billion for a total gross floor area ("GFA") of 527,000 sq. m. sold, up 114% y-o-y in sales value and 94% in GFA.** Of the total RMB10.7 billion sales amount, RMB5.9 billion were properties sales and the remaining amount were from commercial properties en-bloc sales.
- ASP was RMB20,200 per sq.m. for the FY2011, up 10%.
- In late December 2011, the Group has entered into a sale and purchase agreement with Ping An Group and its associate company ("Ping An") for selling 3 office buildings with retail spaces for a total GFA of 99,500 sq.m. and various car parking spaces at the Chongqing Tiandi project in a total consideration of RMB1.67 billion. More information is available on P. 2.
- In November 2011, the Group has entered into a sale and purchase agreement for disposing 45.08% effective interests in Lot 18 (GFA of 108,400 sq.m.) to Mitsui for a cash consideration of RMB391million. SOL and Mitsui will co-develop the site in Foshan Lingnan Tiandi. For more details on the transaction, please review the related transaction circular published in our corporate website.

Contracted Sales and GFA sold (Jan - Dec)



Wuhan Tiandi Regal Riverview Phase I was launched on 31 December 2011



Wuhan Tiandi Residential Regal Riverview Phase I

Wuhan Tiandi has launched 5 towers of residential buildings on site B with a total of 186 units for presale on 31 December 2011. The apartment size ranges from 110 sq.m. (two-bed room) to 346 sq.m. (four-bed room, duplex) per unit. The selling price ranges from RMB19,800 per sq.m. to RMB28,000 per sq.m.



En-bloc Sales of 3 office buildings at Lot B12-1 in Chongqing Tiandi

In late December 2011, the Group has entered into a sale and purchase agreement with Ping An for selling 3 office buildings with retail spaces for a total GFA of 99,500 sq.m. and various car parking spaces at the Chongqing Tiandi project in a total consideration of RMB1.67 billion. ASP was RMB16,800 per sq.m. The 3 office buildings are scheduled to be completed from 2012 to 2013.



SHANGHAI XINTIANDI

Christmas Party and New Year Countdown Party



CHONGQING TIANDI

Christmas Party and New Year Countdown Party



WUHAN TIANDI

Christmas Party and New Year Countdown Party



Wuhan Tiandi A4 was awarded LEED Gold Award



Christmas Party and New Year Countdown Party

FOSHAN LINGNAN TIANDI



Freddy Lee, CEO hosted the completion ceremony of Marco Polo Foshan Lingnan Tiandi Hotel



1. Annual Management Conference was held in Shanghai from 4-5 December 2011
2. Shui On Land was awarded the “Hong Kong Corporate Governance Excellence Award 2011” presented by the Chamber of Hong Kong Listed Company.
3. Shui On Land was awarded the “Hong Kong Green Awards 2011- Green Management Award (Corporation) - Gold ” organized by Green Counsel.

Investor Relations Calendar

Date	Event	City
Jan 4	BNP Paribas Corporate Day	Hong Kong
Jan 5 - 6	Nomura China Property Corporate Day	Hong Kong
Jan 9	Deutsche Bank Access China 2012	Beijing
Jan 10	UBS Great China Conference	Shanghai
Jan 11	DBSV Singapore Conference	Singapore

If you are interested in the coming IR events, please do not hesitate to contact your broker or us for registration.

IR Contact

Michelle Sze, Head of Investor Relations | Tel: +86 21 63861818 ext 310 | Email: michelle.sze@shuion.com.cn

Doreen Chiu, Senior Manager | Tel: +852 2879 1888 ext 859 | Email: doreen.chiu@shuion.com.hk

Christy Zhang, Officer | Tel: +86 21 63861818 ext 673 | Email: christy.zhang@shuion.com.cn

Disclaimer The materials and information in the newsletter and other documents are un-audited & for information purposes only. They are not an offer or solicitation for the purchase or sale of any securities or financial instruments or to provide any investment service or investment advice.

Company Website www.shuionland.com